

EXHIBIT B

Capabilities of Software	
Requested Features	Points
50%	0
70%	1
90%	3
100%	5

Ease of Use of Dev Tools	
Skills Required	Points
Computer Programming skills	1
MS Office skills	3
Simple Computer skills	5

Completeness of Response	
Responses	Points
Unresponsive or incomplete	0
Met Minimum RFP Requirements	1
Satisfactory	3
Exceeds Expectations	5

Software Training	
Years	Points
No formal training	0
40 hours	1
80 hours	3
More than 80 hours	5

Price Value	
Total Cost of Ownership	Points
Greater than \$1mil	0
Between \$800 to \$1mil	1
Between \$700 to \$800K	2
Between \$600 to \$700K	3
Between \$450 to \$600K	4
Less than \$450K	5

Support Staff Availability/BPB Experience	
Number of Skilled Staff	Points
1	0
2 to 3	2
4 to 5	3
6 and more	5

Overall Implementation Experience	
Years	Points
Less than 2 years	1
Less than 4 years	2
Less than 5 years	3
More than 5 years	5

Distance From Winston-Salem	
Miles	Points
More than 100	0
51 to 100 (2 Hours)	1
0 to 60 (60 Minutes)	3
Within City Limits	5

MWBE Scoring	
Percent goal met or good faith	Points
Y	5
N	0

AgilePoint, Inc.			
	Weight	Grade	Total Score
Capabilities of Software	10.00	4.71	47.10
Ease of Use of Dev Tools	10.00	4.57	45.70
Completeness of Response	10.00	5.00	50.00
Software training	10.00	4.56	45.60
Price	10.00	5.00	50.00
Staff Availability & BPM Experience	5.00	2.78	13.90
Overall Implementation Experience	5.00	2.78	13.90
Distance from City of Winston-Salem	20.00	0.00	0.00
MWBE Commitment	20.00	5.00	100.00
Final Score		Max 500	366.20

Alliance of Professionals & Consultants, Inc.			
	Weight	Grade	Total Score
Capabilities of Software	10.00	4.04	40.40
Ease of Use of Dev Tools	10.00	4.06	40.60
Completeness of Response	10.00	3.22	32.20
Software training	10.00	4.56	45.60
Price	10.00	2.33	23.30
Staff Availability & BPM Experience	5.00	2.78	13.90
Overall Implementation Experience	5.00	2.78	13.90
Distance from City of Winston-Salem	20.00	1.00	20.00
MWBE Commitment	20.00	5.00	100.00
Final Score		Max 500	329.90

ClearCadence, LLC			
	Weight	Grade	Total Score
Capabilities of Software	10.00	3.81	38.10
Ease of Use of Dev Tools	10.00	3.89	38.90
Completeness of Response	10.00	3.67	36.70
Software training	10.00	4.11	41.10
Price	10.00	1.89	18.90
Staff Availability & BPM Experience	5.00	2.78	13.90
Overall Implementation Experience	5.00	2.78	13.90
Distance from City of Winston-Salem	20.00	1.00	20.00
MWBE Commitment	20.00	5.00	100.00
Final Score		Max 500	321.50

CECS Technologies, LLC			
	Weight	Grade	Total Score
Capabilities of Software	10.00	3.44	34.40
Ease of Use of Dev Tools	10.00	3.98	39.80
Completeness of Response	10.00	1.89	18.90
Software training	10.00	3.22	32.20
Price	10.00	5.00	50.00
Staff Availability & BPM Experience	5.00	1.00	5.00
Overall Implementation Experience	5.00	2.78	13.90
Distance from City of Winston-Salem	20.00	1.00	20.00
MWBE Commitment	20.00	5.00	100.00
Final Score		Max 500	314.20

Business	Avg Score	Rank
AgilePoint, Inc.	366.20	1.00
Alliance of Professionals & Consultants, Inc.	329.90	2.00
ClearCadence, LLC	321.50	3.00
CECS Technologies, LLC	314.20	4.00